

Trustmarque Solutions Appoints New Scottish Manager

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- Trustmarque announces the appointment of Garry Tough to drive forward the company's presence in Scotland
- Trustmarque expands its 'talent pool' with the appointment of two new solution specialists

York, UK – 15th April 2009 – Trustmarque Solutions, specialists in all facets of software management, has today announced that it has appointed Garry Tough as the new country manager for Scotland effective from 14th April 2009.

Tough is an experienced sales leader, who thrives on challenging goals and has an outstanding sales record of over achievement against aggressive targets spanning more than 15 years in the IT, telecoms and related industries, a trend he is set to continue at Trustmarque.

Prior to joining Trustmarque, Tough spent ten years in a variety of senior sales positions, working for THUS PLC, a FTSE quoted alternative network provider supplying telecoms solutions to leading UK companies. As a publically quoted company, THUS places heavy emphasis on achieving its sales targets and delivering outstanding quality to customers. During his time at THUS, Tough's achievements included:

- Building a consultancy-led, value based sales channel for the organisation's UK reseller base worth £21 million
- Country Sales Manager for Thus' corporate business in Scotland, where he achieved 30 percent growth per annum for four consecutive years and was awarded the '2007 National Sales Achievement' accolade.
- Increased sales per head by 25 percent for a team of 54 sales representatives, when Tough was the Sales Director for THUS Corporate Accounts & New Business.

Scott Haddow, CEO for Trustmarque, comments on the new appointment: "I am delighted that we have appointed such an experienced head to drive our sales forward in Scotland. Garry has a wealth of knowledge and is a well recognised player in Scotland, having previously headed up the Scottish team for THUS PLC. He has a strong network of contacts, an outstanding sales record and he will certainly build on our existing presence. Currently Scotland accounts for about 15 percent of overall sales and with Garry leading our sales initiatives we expect this to grow to 25 percent. Our customers range from the Scottish NHS through to RBS and many more and this is a really good base for Garry to build and develop."

Prior to his career at THUS PLC, Tough held a variety of roles at organisations such as PTC (UK) Ltd, an enterprise software solutions provider and CTD Ltd, a small privately owned CRM software company, starting his career at ICL (UK) Ltd, on the Graduate Management Programme where he was awarded best recruit for the 'Class of 1990'. Tough qualified with a BA (Hons) in Commerce from University of Edinburgh and went on to graduate with an MBA from the University of Stirling.

Tough comments on his new appointment: "Trustmarque Solutions posted a strong financial year in November 2008, announcing Profit Before Tax of £4.68 million which is a great performance in difficult

times. The challenge now is for the company to move up the value chain and to evolve from a transactional to a more value-based sales model. In order to do this we need to build the service proposition for the company and I see this new environment offering fresh challenges and opportunities, particularly in Scotland, where I have a strong network of contacts.”

In addition to the appointment of Tough, and as part of its growth plans to provide more customer value in services, Trustmarque has recruited two new solution specialists.

Jamie Donnelly joins Trustmarque from EDS, one of the largest business outsourcers globally, where he was responsible for development and growth of a £44m UK managed services business. Prior to this he spent eight years at Computacenter. Donnelly brings a wealth of IT solutions experience to the Trustmarque team and has strong connections with large system integrators.

Kevin Trinkwon joins Trustmarque from Computacenter, where he worked as a Business Development Manager for three years. During this time Kevin achieved a 20 percent increase in the company’s software business in the government sector, including a contract with the NHS worth £37 million. Trinkwon has specialist experience in selling managed license services including Software Asset Management (SAM) and has a large network of contacts in both private and public sector organisations.

Haddow concludes: “We have aggressive growth plans. We have expanded our workforce by 10 percent over the last 12 months and are planning to increase this by a further 10 percent, and as Garry said, we plan to build on our service proposition and this means hiring in new talent and developing an even stronger team to lead the company to greater heights. The market might be tough right now, but we are well placed to take advantage of this with strong cash reserves and a solid customer base. ”

To find out more, please visit: www.trustmarquesolutions.com.

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About Trustmarque Solutions

Established in 1987, Trustmarque is one of the largest software licensing companies in the UK specialising in all facets of software management – from licensing to Software Asset Management, from compliance to security and information assurance, from policies to procedures and best practice. Trustmarque works with its customers to help them make the ultimate software choices for their business in the most cost efficient way possible. Through its know-how and experience, Trustmarque can help customers avoid unnecessary IT costs, deploy best practice IT as well as mitigate the risk of IT non-compliance.

Trustmarque is a Microsoft Large Account Reseller (LAR) with Microsoft Gold Certified Partner status, as well as partnering with many other major vendors in the IT market, such as: Adobe, Business Objects, CA, Citrix, McAfee, Nuance, Sophos, Symantec, Trend, VMware and Websense to name but a few.

Trustmarque Solutions has worked with The CarbonNeutral Company (formerly Future Forests) leaders in the field of carbon management and climate change solutions to become a CarbonNeutral® company.

For more information on Trustmarque please visit the website at: www.trustmarque.com. Alternatively, please call 0845 2101 500 or email info@trustmarque.com.

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